









# **Race Club and Key Stakeholders Monthly Report**

May 2014



# Key Performance Indicators YTD

KPI	Actual	FY13	Budget	Commentary	Status
Average funded prizemoney	<b>\$17,429</b>	<b>\$16,674</b>	<b>\$17,140</b>	For the period ending 30 April 2014. Ahead of FY13 but below budget (abandoned races with lower than avg. stake)	
Funded prizemoney	<b>\$38.7m</b>	<b>\$38.2m</b>	<b>\$39.4m</b>	For the period ending 30 April 2014. Includes Special Interest and Iconic funding.	
Race meetings conducted	<b>266</b>	<b>269</b>	<b>282</b>	To 27 April 2014, against Business Plan (BP) 14-16 and Funding Model, applied YTD.	
Average field size	<b>10.35</b>	<b>10.32</b>	<b>10.37</b>	Average field size in NZ thoroughbred racing to 27 April 2014, against average field size in BP 14-16, applied YTD. Slight improvement on FY13, behind Budget	
Races with less than 8 starters	<b>372</b>	<b>333</b>	<b>317</b>	To 27 April 2014 v pro rata amount 27 April 2013 for Budget. No significant positive change during comparison against Northern Region drought in FY13.	
Total starts	<b>22,808</b>	<b>23,370</b>	<b>23,588</b>	Total starts made by thoroughbreds to 27 April 2014, against budgeted starts in Business Plan 14-16, applied YTD. Behind last year & budget.	
Individual starters	<b>4,740</b>	<b>4,826</b>	<b>4,729</b>	Individual thoroughbreds making starts to 27 April 2014, against budget in BP 14-16, applied YTD. Projected to decline on FY13, but matches current budget.	
Domestic sales (FOB and Tote)	<b>\$340.3m</b>	<b>\$342.5m</b>	<b>\$346.6</b>	Total domestic turnover to 27 March 2014, against budget in BP14-16, applied YTD. Turnover declining partly on decrease in races – per race turnover is actually up.	



On track or likely to achieve target










Still possible to achieve target but some risks to outlook



Low possibility of attaining FY14 target

# Key Performance Indicators YTD (cont'd)

KPI	Actual	FY13	Budget	Commentary	Status
Domestic market share	<b>54.25%</b>	<b>54.75%</b>	<b>54.65%</b>	Forecast for the eight months ending 31 March 2014. Below FY14 Budget and FY13 Actual.	
NZRB distribution to NZTR	<b>\$58.8m</b>	<b>\$57.0m</b>	<b>\$58.8m</b>	For the nine months ending 30 April 2014 NZRB Distributions on budget.	
International royalties	<b>\$5.77m</b>	<b>\$6.83m</b>	<b>\$6.74m</b>	To 22 March 2014, against budget in BP14-16, applied YTD. Exchange rate and reduction in Sky 1 coverage.	
NZTR core op ex (excl. marketing)	<b>\$3.9m</b>	<b>\$4.0m</b>	<b>\$3.9m</b>	For the eight months ending 31 March 2014	
Females as % of individual starters	<b>48.71%</b>	<b>48.38%</b>	<b>49.47%</b>	Behind expected % of female individual starters as at 27 April 2014. However, improvement on FY13 season YTD.	
Races conducted at venues with 10+ mtgs p/a	<b>70.24%</b>	<b>64.89%</b>	<b>69.51%</b>	To 27 April 2014, % of races run at venues with 10+ meetings a year. Significant improvement on FY13 projected and ahead of budget.	
% of starts from strategic training tracks	<b>72.20%</b>	<b>71.05%</b>	<b>71.00%</b>	To 27 April 2014 a higher number of horses trained at Strategic Training Centres have started compared to FY14 budget. Improvement on FY13 also projected.	



On track or likely to achieve target



Still possible to achieve target but some risks to outlook



Low possibility of attaining FY14 target

# Key Projects as at 1 May 2014

Project	Commentary
<b>Sectional Timing and Automated Results (Finishlynx)</b>	<p><b>Sectional Timing</b></p> <p>NZTR representative Stuart Duggan attended the race meeting at Counties on the 19 March to observe the race day process and capture of sectional timing with Gravity Limited. The trial raised a few issues around the practical implementation of the system and the race day process. However the trial did provide both parties a better understanding of some of the potential challenges each race course may present.</p> <p>Analysis on the data indicated that further work providing the finish lynx file would need to be undertaken to synchronise the two systems.</p> <p>The next steps are:</p> <ol style="list-style-type: none"><li>1. refine the synchronisation process with the finishlynx operator</li><li>2. ensure that the finish lynx file is available to Gravity Ltd after each race</li><li>3. verify the data that is being collected by way of another trial and secondary timing method</li><li>4. provide for the dissemination of this data through individual horse performance form and summary reports on the nzracing.co.nz website</li></ol> <p>NZTR is also re-evaluating two other providers of sectional timing solutions, Emonit who currently provide the solution to Alexandra Park, and VX Sport based in Wellington. Due to the requirements of the sectional timing project further emphasis has been placed on the importance of the availability of a electronic Finishlynx file at the conclusion of each race.</p> <p><b>Automated Results</b></p> <p>NZTR has over the past two year's worked with the NZRB on a system that would also act as the sign off from the judge and stipendiary stewards for the preliminary payment of dividends. The creation of an electronic system would greatly reduce the time in which best are paid, and potentially have a positive effect in increasing turnover.</p> <p>NZTR is currently in the analysis and scoping stage, and has committed to working on a trial solution for the Northern region which would be rolled out nationally once it is fully developed.</p>

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<b>Thoroughbred Racing Strategy</b>	A series of workshops are being held with all Thoroughbred stakeholder groups over the last week of April and through May to discuss the strategic direction for the Thoroughbred racing industry including its investment priorities and funding policy. Feedback from these workshops will be collated and re-presented to stakeholders after all the workshops have been concluded.
<b>Rules of Racing</b>	<p>The Board approved at its April meeting minor changes to proposed Rules amendments for further industry consultation, originally sent to industry stakeholders in December 2013. This reconsideration was in light of responses received from stakeholders from the last round of consultation. These are:</p> <ol style="list-style-type: none"> <li>1. Rules 101, 104, 208, 307, 322,326, 801, 804 and the Fourth Appendix: Anabolic Steroids</li> <li>2. Rules 104 and 407: Definitions and Registration of Horses</li> <li>3. Rule 333: Ownership of Horses by Rider</li> <li>4. Rule 406: Registration of Horses</li> <li>5. Rule 526: Eligibility of Horses for Races</li> <li>6. Rule 616: Notifiable Gear</li> <li>7. Rule 652: Pregnant Mares</li> <li>8. Rule 707: Betting by Riders</li> </ol> <p>Deadline for feedback is 12.00pm on Friday, 2 May 2014.</p>
<b>Racing Safety Development Fund applications</b>	The latest round of Racing Safety Development Fund (RSDF) applications closed on 31 March 2014. NZTR is supporting applications from thoroughbred clubs for ten projects, including plastic rail, irrigation, drainage and judicial towers at Strategic and Significant venues. The RSDF have received a large number of applications and only have \$300k from their original \$1m fund left to distribute in the second round. The RSDF Committee meets on 15 May to consider applications from all three codes.
<b>Starting Gates</b>	After evaluating the practicalities and logistics of operating a set of portable overhead starting gates in the northern region, Northern Raceday Services have decided to progress the development and build of a new set of caddy gates. The new set of caddy gates for the north will be built in late 2014, following the next round of the Racing Safety Development Fund. At this stage the Central Starting Gate Consortium are still considering their options.

# Key Projects as at 1 May 2014

Project	Commentary
<b>Marketing</b>	NZTM (Andrew Birch) is currently working up a domestic Thoroughbred racing marketing plan which will be considered at the June NZTR Board Meeting.
<b>Racing Club Partnership Programme</b>	The programme is progressing well and has been well received by the clubs we have engaged with so far and has provided clubs, NZTR management and the NZTR Board with a much higher level of insight into issues that each club face and where the opportunities lie. The programme is now being considered as an initial three year project not a 12 month project with appropriate resources and capability being put in place to provide support to clubs over an extended period.
<b>Dates for the Diary</b>	Please make a note of the following future events: <ol style="list-style-type: none"><li>1. 14 August 2014 Thoroughbred Horse of the Year Awards Dinner, Hamilton</li><li>2. September 2014 (dates for each venue to be confirmed) Regional Meetings</li><li>3. 6 November 2014 Racing Club Conference and NZTR AGM, Wellington</li></ol>